

START THE YEAR RIGHT! LEARN KEY BUSINESS FUNDAMENTALS

2019 TRAINING CALENDAR

JANUARY

- 24 Building a Winning Key Account Plan *by Ramon Barredo*
- 29 Labor Code Simplified: 11 Golden Rules on Employee Discipline and Termination *by Atty. Alvin Liao Alburo*

FEBRUARY

- 7 Effective Sales Presentation Skills (one-time offer only) *by Ronnie Trballo*
- 9 Effective Project Management *by Wilhem Nolasco, CCMP™, PMP*
- 14 Fundamentals of Salary Administration and Mandatory Benefits *by Atty. Alvin Liao Alburo*
- 21 Developing Top Key Account Managers *by Ramon Barredo*
- 22 Operations Management *by Imelda Lim*

MARCH

- 9 Practical Marketing *by Earl Javier*
- 12 Effective Selling to Businesses *by Ronnie Trballo*
- 13 Business Resiliency and Continuity Management *by Imelda Lim*
- 14 Building Great Distribution Companies: How to Optimize Operational Efficiency *by Howell Cu*
- 15 Building Great Distribution Companies: How to Establish Strategic Partnerships with Suppliers for Profitable Volume Growth *by Howell Cu*

APRIL

- 4 Fundamentals of Trade Marketing *by Milona Mier-Barraca*
- 11 Beyond Event Marketing: Crafting High Impact Brand Experiences *by Ramon Barredo*
- 24 Project Management *by Imelda Lim*

MAY

- 10 Service Recovery Strategies *by Imelda Lim*
- 17 Leading a Winning Sales Team *by Ronnie Trballo*
- 25 Evaluating and Redirecting Your Marketing Efforts *by Earl Javier*

JUNE

- 14 Operations Management *by Imelda Lim*
- 15 Effective Project Management *by Wilhem Nolasco, CCMP™, PMP*
- 22 Brand Strategy *by Earl Javier*
- 28 How to Win in Merchandising *by Milona Mier-Barraca*

Schedule may be subject to change | Seminars are held at BSA Twin Towers, Ortigas Center

Let Sensei be **YOUR EXTERNAL TRAINING DEPARTMENT**. All courses can be **EXCLUSIVELY** done in your company.
SCHEDULE YOUR IN-HOUSE TRAINING NOW!



DISTRIBUTION

- Building Great Distribution Companies: How to Optimize Operational Efficiencies
- Building Great Distribution Companies: How to Establish Strategic Partnerships with Suppliers for Profitable Volume Growth



SALES

- Effective Selling to Businesses
- Effective Sales Presentation Skills
- Leading a Winning Sales Team



PROJECT MANAGEMENT

- Effective Project Management



MARKETING

- Beyond Event Marketing: Crafting High Impact Brand Experiences
- Brand Strategy
- Evaluating and Redirecting Your Marketing Efforts
- Practical Marketing



KEY ACCOUNT MANAGEMENT

- Fundamentals of Key Account Management
- Building a Winning Key Account Plan
- Developing Top Key Account Managers



HR & BUSINESS LAW

- Fundamentals of Salary Administration and Mandatory Benefits
- Labor Code Simplified: 11 Golden Rules on Employee Discipline and Termination



TRADE MARKETING

- Fundamentals of Trade Marketing
- How to Win in Merchandising



OPERATIONS

- Strategic Planning Training and Application
- Operations Management
- Service Recovery Strategies
- Business Resiliency and Continuity Management



Send participants to **5 different classes, GET 1 SLOT FREE!**
or
Send **5 participants to 1 seminar, GET 1 SLOT FREE!**